June 22, 1994

John Sumser

Dear John,

Your note dated June 20th outlining the working agreement between the WELL and WER needs a bit of a tweak. Here are the points:

1. The WELL will pay WER $5000 for the 3x5 bind-in card. We will provide the copy and WER will do the layout for the card. Copy will be provided by June 28th. Cards will designed to include an offer code so that customers can be tracked.

2. $20 one-time commission per sign-up will be paid to Millennium Whole Earth Catalog for each account that remains active for 3 months. At the 3 month anniversary of the account WER will be issued the commission. If the account does not remain active a $1.25 commission fee will be paid. Commissions for new accounts will be paid monthly thereafter.

3. $1.25 commission will be paid for each inquiry made that is generated via the Millennium Whole Earth Catalog. Commissions will be paid monthly. Mechanism for capturing this is to be determined.

4. We will modify the portion of the login procedure to better capture all commissionable accounts and referral sources.

We are very excited finding new ways to work together, so let's keep the ideas rolling! I was sorry to miss Daniel Greenberg this week. I will follow-up with him when I return from LA Tuesday. Todds work on the WWW server is very fun. Have you taken a look at it yet? I think we still need to figure out a way to get the kids direct internet access. Right? Michael Coffin from KQED is meeting with me next week. I understand he has been a semi- regular at your office events. Sounds like an interesting guy.

All the best,

Danica Remy
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